



December 14, 2015

Casey Stone
Information Technology
Collin County

Mr. Stone:

I would like to take this opportunity to thank you for your business and let you know how much Cisco appreciates the partnership with Collin County.

If you recall, we met with your team a few months ago regarding some questions about replacing the equipment at the Collin County YMCA. The question was asked about the appropriate equipment needed to replace the aged infrastructure. Given your partnership with this non-profit organization, I wanted to offer to include this equipment for the YMCA with the upcoming handset purchase you are processing. Your price will remain the same for the handsets. With permission from Collin County, I will work with the awarded partner to include it at no additional cost to under the same transaction. The list price of the equipment is just under \$24,000.00.

Please accept this product as a way to assist in the partnership between Collin County and the YMCA. Please let me know if you have any questions.

Respectfully Yours,

Art Ramirez
Account Manager